

# **Request for Proposals City of Birmingham, Alabama Residential Development Opportunity**

## ***I. Introduction***

### ***A. Project Summary***

The City of Birmingham, Alabama (City) is soliciting development proposals from highly qualified developers to develop an existing wooded site into a completed housing subdivision. The Developer shall include all infrastructure including, but not limited to, construction and marketing of new residential units on the property located at **1001 19th Terrace South in the City of Birmingham, Alabama.**

### ***B. Project Goals***

The City of Birmingham's goals for this residential development site include the following:

1. Create a housing development that complements the scale and character of the surrounding area.
2. Maximize the market value of the property upon completion of the development.
3. Maximize the overall purchase price of the property to the City.

## ***II. Background***

### ***A. The City***

The City of Birmingham, Alabama sits in the central portion of the State of Alabama. Known for rolling hills, biomedical research, exceptional culinary experiences and the birth of the Civil Rights movement. The current population of the City of Birmingham is 220,000 people. Glen Iris is a Historic Neighborhood located in the Southside Community and is home to 17,876 people. The neighborhood centers around Glen Iris Park, a central park with 20 residential lots of two acres each. The park was created by Robert Jemison Sr., who around 1901 envisioned and developed a highly exclusive place for Birmingham's elite to live. Most of the homes were built between 1901 and 1940, with some homes being built on open lots in later years. Apartment complexes were later developed in or around Glen Iris Park, primarily due to the proximity to the University of Alabama at Birmingham. However, Glen Iris still retains its historical character. Currently, a number of the homes in Glen Iris Park are on the National Register of Historic Places. This area is also known as Red Mountain and has strong ties to the ore mines and mills of the steel industry, however much of that industry has left the region. The site is located on the Vulcan Trail that leads to Vulcan Park and Museum atop Red Mountain with a spectacular City view, and is nearby to the University of Alabama at Birmingham (UAB). UAB is an internationally renowned research university and academic medical center known for its innovative and interdisciplinary approach to education, and is the largest employer in the State of Alabama. The site is also within cycling distance to Railroad Park, a 19 acre green space in downtown Birmingham that celebrates the industrial and artistic heritage of Birmingham while connecting Birmingham's downtown area with Southside and UAB's campus. Railroad Park is a past winner of the Urban Land Institute's Urban Open Space Award.

## ***B. Development Context***

### ***1. Downtown***

The site is located on the edge of Birmingham's downtown, which has experienced more than one billion public and private sector dollars in the last year, and there are 230,000 jobs within a 15 minute drive.

Nearby amenities include:

- Vulcan Trail: Located on the property
- Other Parks: Glen Iris Park (0.2 miles); George Ward Park (0.5 Miles); Vulcan Park and Museum (0.9 Miles); Railroad Park (1.5 Miles)
- Educational: Glen Iris Elementary School (3 blocks), Epic Alternative Elementary School (4 blocks), Ramsay High School (1.5 miles)
- Birmingham's downtown (5 blocks)
- Hospitals: University of Alabama at Birmingham, St. Vincent's, Children's of Alabama, Veterans Administration, Kirklin Clinic of UAB (all within 2 miles)
- Neighborhood grocery (0.2 miles); Full-service grocery (1.5 miles)
- Uptown Entertainment District (within 2 miles)
- Cultural: UAB – Abrams-Engel Institute for Visual Arts, McWane Science Center, Birmingham Museum of Art, Birmingham Jefferson Civic Center, Arena and Convention Complex (all within 2 miles)

## ***C. Property Summary***

Location: 1001 19th Terrace South, Birmingham, Alabama 35209

Property Ownership: City of Birmingham, Alabama

Parcel: 01 29 00 12 2 009 039.000

Site Size: Total: Approximately 12-13 acres, subject to survey

Type of Project: Residential

Public Infrastructure/ Utilities: City water and sanitary sewer; storm sewer with available capacity

Zoning: The property is zoned R-3 Single-Family District.

Additional zoning details can be obtained from The City of Birmingham Zoning Ordinance and by contacting the City of Birmingham Department of Planning, Engineering and Permits.

[http://permits.informationbirmingham.com/Zoning\\_Ordinance.pdf](http://permits.informationbirmingham.com/Zoning_Ordinance.pdf)

## ***D. Applicable City Plans***

The City's Comprehensive Plan supports residential infill development at this location to further the goal of ensuring that vacant land is developed to attract new residents and new enterprises, that redevelopment benefits current residents of an area as well as attracting new households, and in keeping Birmingham as a 'city of neighborhoods' that is a healthy and vibrant place to live, work and play.

### **III. Proposal Requirements**

#### **A. Proposal Content and Organization**

##### **1. Contact Information**

Name, address, phone number, and email of the individual and/or firm(s). If a firm, the name and title of the individual authorized to negotiate contract terms and make binding commitments shall be included and identified. If proposers bid as a team, bidder must identify team members as well as the key point of contact for City of Birmingham staff. Each person's role and responsibilities must be identified.

##### **2. Table of Contents**

The table of contents should include a list of all sections and appendices in the RFP response and indicate corresponding page numbers or tabs, if appropriate.

##### **3. Developer and Team Members Experience**

- (1) State the names and titles of key members of the development team.
- (2) Provide a narrative describing the Developer's background, history, and construction experience, including comparable projects successfully completed by the Developer. Provide examples of similar completed developments.
- (3) Description of the firm or team's resources – Please provide the names of all personnel (including all firms/known contractors and associated personnel partnering in this project) who will be assigned to work with the City, including education and previous experience.
- (4) Years of operation – State the number of years your firm has been involved in the residential development industry, and the volume of units built and delivered over the last five years.
- (5) Provide images and description of past projects to demonstration experience with projects of a similar nature. Also describe your experience working with local municipalities to secure building permits and working with local inspectors to obtain Certificates of Occupancy.
- (6) Accreditation or related licenses – Describe any relevant accreditations or licenses held with regard to this project. Include copies of any professional certifications with the proposal.
- (7) News or press – Include any recent press or news articles regarding your company's projects or initiatives.

##### **4. Project Description**

One-page narrative describing what is proposed for construction including as applicable: number of housing units, unit sizes, bedroom mix, for sale or rent, approximate sales prices or rents/lease rates. Include an explanation of the exterior design concept and the expected timetable for construction.

##### **5. Concept Plan**

Submit a conceptual site plan showing initial ideas for a plat with individual lot sizes and placement, building placement, parking layout, access drives, stormwater features, and landscaping. Preliminary building elevations may be included if available. Developer shall note the subject property is located within a landslide zone as classified by the City of Birmingham. Developer shall meet requirements as required by the City of Birmingham including, but not limited to, a geotechnical report prior to commencing construction.

## **6. Financial Plan**

Submit a concise description of the anticipated general financing for the project. Include the following details:

- a. Statement of Developer's financial ability and resources at the Developer's disposal
- b. Business concept including target market for the planned project and how the completed project would be marketed
- c. Offer price for the property
- d. Provide a copy of the most recent audited financial statements of the firm. If not available, provide a current balance sheet and recent operating statement
- e. Provide a complete project development budget. This should include all professional services, site preparation, construction and delivery, installation and finishing, fees, and all other soft and hard costs related to the completion of the entire project.

## **7. Project Timeline**

Provide a projected schedule for completion with key milestones identified, including but not limited to meetings related to final design and plans, submission for permit, site preparation, foundation work, delivery and installation of units, final inspections, receipt of Certificate of Occupancy, and final payment request.

## **8. References**

Provide a minimum of two complete references (name, title, address, phone number, and email) whom the City may contact to verify services rendered or currently being provided.

## **B. Proposal Submittal Deadline and Requirements**

Each bidder should visit the site of the proposed work and fully acquaint themselves with the existing conditions and the neighborhood. A Public Viewing of the site shall be held on Friday, November 4, 2016 from 10:00 am until 12:00 pm.

Proposals must be received no later than 4:00 PM, Thursday, December 22, 2016. Sealed proposals must be received in the Community Development Office at the address referenced below. Submittals should include three (3) hard copies including signatures and 1 digital Portable Document Format (PDF) copy on a flash drive. An e-mail transmission of the Proposal in PDF may be submitted to [kirk.epstein@birminghamal.gov](mailto:kirk.epstein@birminghamal.gov) as a backup only and must be received prior to the Proposal Submittal Deadline. No proposals received by fax shall be accepted. All submitted proposal materials become the property of the City. Proposals received after this deadline will not be opened and will be disqualified from further evaluation.

CITY OF BIRMINGHAM  
COMMUNITY DEVELOPMENT DEPARTMENT  
c/o Kirk Epstein, Real Estate Manager  
Room 1000 – 10th Floor, City Hall  
710 20th Street, North  
Birmingham, Alabama 35203

Proposing entities must note on the outside of their proposal package:

REQUEST FOR PROPOSALS  
CITY OF BIRMINGHAM  
DEPARTMENT OF COMMUNITY DEVELOPMENT  
RESIDENTIAL DEVELOPMENT OPORTUNITY RFP

#### **IV. Selection Process and Criteria**

##### **A. Evaluation**

The proposals received will be fully reviewed by an evaluation team, and responses will be considered in the following categories:

- (1) Responsiveness 10%**  
Quality of the information submitted in the proposal based on completeness, relevance, conciseness, and organization of material presented.
- (2) Experience and Financial Capacity 25%**  
Team members have experience completing projects of a similar size and scope, experience with working with municipalities. The Financial resources available to completely fund the proposal.
- (3) Design and Efficiency 20%**  
Aesthetic quality of design proposed, including both the structure and the site. Inclusion of energy efficient or green technology features is a plus.
- (4) Completed Project Value 25%**  
Proposal maximizes the Highest and Best use of the property.
- (5) Purchase Price of Parcel 10%**  
The amount the City shall receive for the property.
- (6) Project Timeline 10%**  
A complete and realistic project schedule to completion.

After written proposals have been reviewed, discussions with prospective firms may, or may not be required to clarify any portions of the proposal.

The City reserves the right to negotiate with the selected developer on both design and budget issues to ensure compliance with City of Birmingham building codes and cost considerations of the Project. The City shall not be obligated to accept any proposal, but shall make an award in the best interest of the project.

##### **B. Selection Process**

The Developer selection process will involve the following primary steps:

1. **Proposal Review**
2. **Staff Recommendation of Selected Developer**
3. **Administrative Approval of Selected Developer**
4. **Finalize Contract/Development Agreement**

##### **C. Selection Timeline**

- Requests for Information due by: Friday, November 18, 2016
- Proposals due by: Thursday, December 22, 2016
- City selection: Tuesday, January 31, 2016

## ***D. Rules Governing Competitive Evaluation***

### ***1. Examination of Request for Proposals***

Applicants should carefully examine the entire RFP, any addenda, and all related materials and data referenced in the RFP. Applicants should become fully aware of the nature of the work and the conditions while performing the work. An electronic version of this RFP and supplemental materials can be found at [www.birminghamal.gov/red-mountain-housing-development](http://www.birminghamal.gov/red-mountain-housing-development)

### ***2. Contract Negotiations***

The highest-ranked Developer will enter into negotiations with the City. If an agreement cannot be met, the City will notify the Developer and stop negotiations. Then the second highest Developer will enter into negotiations. This process may continue until a successful negotiation(s) occurs. The City reserves the right to cease any negotiations with any Developer should it be in the City's best interest.

### ***3. Completeness, Addenda, Rejection, Cancellation, Preparation Cost***

This Request for Proposals (RFP) has been prepared by the City and does not purport to be all-inclusive or to contain all of the information a prospective purchaser or developer may desire. No legal liability is assumed or shall be implied with respect to the accuracy or completeness of this RFP.

The City reserves the right to revise any part of this RFP by issuing an addendum at any time prior to the submittal deadline. The City reserves the right to accept or reject, in whole or part, all proposals submitted and/or to cancel this announcement if any such action is determined to be in the City's best interest. All materials submitted in response to this RFP become the property of the City.

The City will not be responsible for costs associated with preparing proposals. By submitting a proposal, each Developer agrees to be bound in this respect and waives all claims regarding such costs and fees.

## ***E. Questions and Comments***

Any Requests for Information (RFI) regarding this RFP must be submitted in writing either to the address below or by email to Kirk Epstein at [kirk.epstein@birminghamal.gov](mailto:kirk.epstein@birminghamal.gov). RFIs shall be accepted no later than Friday, November 18, 2016 at 4:00 pm. Final Supplemental Instructions shall be issued no later than Friday, December 2, 2016 concerning any RFIs received.

CITY OF BIRMINGHAM  
COMMUNITY DEVELOPMENT DEPARTMENT  
c/o Kirk Epstein, Real Estate Manager  
Room 1000 – 10th Floor, City Hall  
710 20th Street, North  
Birmingham, Alabama 35203

**All proposals must be received by Thursday, December 22, 2016 by 4:00 pm at the address shown above. Please submit 3 copies of your proposal with all attachments and 1 digital Portable Document Format (PDF) copy on a flash drive. Proposals must be submitted in a sealed envelope and shall be labeled, "RESIDENTIAL DEVELOPMENT OPORTUNITY RFP."**

All respondents will be required to certify that they are not on a list of debarred developers or contractors and are not in default on any obligations due to the State of Alabama including, but not limited to, payment of taxes, fines, penalties, or other monies due. Selected contractor will also have to provide evidence of required insurance, a City of Birmingham business license.